

GOVERNMENT OF THE DISTRICT OF COLUMBIA

+ + + + +

ALCOHOLIC BEVERAGE REGULATION
ADMINISTRATION BOARD

IN THE MATTER OF:

CHING, LLC
t/a So Mi
1425 Wisconsin Avenue NW

Ret. Class CR

License No. N/A ANC 2E

Fact Finding
Hearing
[New
Application]

Thursday,
May 15, 2014

Hearing Room 7100
941 North Capitol Street, N.E.
Washington, D.C. 20002

The above-entitled matter convened at
5:00 p.m., before the District of Columbia
Alcoholic Beverage Regulation Administration
Board.

BEFORE:

RUTHANNE MILLER, Chairperson
DONALD BROOKS, Member
NICK ALBERTI, Member
HECTOR RODRIGUEZ, Member
MIKE SILVERSTEIN, Member
JAMES SHORT, Member

P R O C E E D I N G S

[4:59 p.m.]

CHAIRPERSON MILLER: This is the case, fact finding hearing for Ching, LLC, trading as So Me, located at 1425 Wisconsin Avenue, NW, License Number -- you don't have one yet. Okay, and ANC 2B is this is a new application.

And when you're ready, you can introduce yourselves for the record.

MR. KLINE: Yes, good afternoon and evening, I'm Andrew Kline on behalf of the Applicant.

MS. TRONG: And my name is Cammy Trong.

MR. MORI: And my name is Munehizo Mori.

CHAIRPERSON MILLER: And so it's Cammy Trong, right?

MS. TRONG: Yes, I'm the sole owner of the company. And this is Mr. Mori, he's the chief.

1 CHAIRPERSON MILLER: Oh, okay.

2 MS. TRONG: So I just figure we'd
3 bring the executive chef.

4 CHAIRPERSON MILLER: He's the chef
5 once you get the license is that correct?

6 MS. TRONG: Um-hum.

7 CHAIRPERSON MILLER: Okay, all
8 right. Did you say for both licenses?

9 MS. TRONG: Oh, I'm sorry. I'm
10 building another restaurant, it's named Ching,
11 LLC and it's located at 639 Florida and it's
12 due to open in June 26, and so we're in the
13 process of that. And then I know the second
14 location we're hoping.

15 CHAIRPERSON MILLER: Okay.

16 MR. KLINE: And for the record,
17 since we're jumping right into it, there is an
18 ABC application that's been approved with
19 respect to the location on Florida Avenue.
20 Since Ms. Trong is already getting into this
21 business, and she also, we have with us today
22 a business plan reflecting what she intends to

1 do at this location.

2 I do note that there is much
3 proprietary business information in this plan
4 including projection and all sorts of things,
5 so I don't want to introduce it and leave it
6 as part of the public record, but we're happy
7 to have the Board peruse it, so the Board can
8 satisfy itself.

9 CHAIRPERSON MILLER: Okay.

10 MR. KLINE: But this is a
11 legitimate concept and she has legitimate
12 plans to open a restaurant.

13 CHAIRPERSON MILLER: Okay.

14 MR. KLINE: So if I may make that
15 available.

16 CHAIRPERSON MILLER: Sure. Mr.
17 Rosale is coming right up behind you.

18 MR. KLINE: Just take my copy, but
19 that's fine, I don't need it.

20 CHAIRPERSON MILLER: Oh no, you
21 don't?

22 MR. KLINE: I'd rather have them

1 see it then -- I've seen it.

2 CHAIRPERSON MILLER: Before we get
3 in to this, I just want to know are these your
4 first restaurants, or what?

5 MS. TRONG: In experience, no
6 ma'am, it's not my first. My first one was
7 back in 2001 and it was called Havana Breeze.
8 So it was located at 1400 block of K Street.

9 MEMBER SILVERSTEIN: Ms. Trong,
10 please speak up a little.

11 MS. TRONG: It was located on the
12 1400 block of K. It was called Havana Breeze
13 in 2001.

14 MR. KLINE: Havana Breeze.

15 MS. TRONG: Havana Breeze.

16 CHAIRPERSON MILLER: Is that still
17 operating or no?

18 MS. TRONG: It was sold and then
19 closed in 2002, 2003.

20 CHAIRPERSON MILLER: Okay.

21 MR. KLINE: Just if I may give a
22 little bit of background on Ms. Trong because

1 she's probably too modest to do so.

2 CHAIRPERSON MILLER: That would be
3 great, okay.

4 MR. KLINE: But she's the
5 consummate American success story,
6 entrepreneur. She's been in the day spa
7 business for a number of years, actually at
8 this location. And has the lease at this
9 location for a day spa. As rents are rising
10 and everything else, she's looking for
11 something different.

12 So the idea was that she would
13 develop this space into a restaurant. She may
14 move the day spa to the second floor, is that
15 what you're doing?

16 MS. TRONG: Yes.

17 MR. KLINE: To the second floor so
18 that she would maintain that business. But
19 she's been running businesses for over 20
20 years.

21 MS. TRONG: Yes.

22 MR. KLINE: For 20 years she's

1 been running businesses. And is -- there's no
2 other way to describe her other than as an
3 entrepreneur. I mean she knows how to run
4 businesses and could probably sell widgets if
5 that were necessary.

6 CHAIRPERSON MILLER: Okay, good.
7 Do other Board members have specific questions
8 now, or do you want to hear about the business
9 plan first?

10 MEMBER ALBERTI: I guess I can ask
11 questions now?

12 CHAIRPERSON MILLER: Yes, sure.

13 MEMBER ALBERTI: So you previously
14 owned Havana Breeze.

15 MS. TRONG: Yes.

16 MEMBER ALBERTI: On K Street?

17 MS. TRONG: Well it was a
18 gentleman, his name was Albert -- I can't
19 remember his last name. Albert Diaz. He
20 owned that restaurant and then I was going
21 through some hard time and he let me invest in
22 it and take it over and just try to keep

1 myself up.

2 I made my money and I got out.
3 And he sold that place, and then he owns a
4 place in Falls Church and it's called
5 Carribean Grill.

6 MEMBER ALBERTI: So were you
7 partners with this gentleman?

8 MS. TRONG: Yes.

9 MEMBER ALBERTI: Okay, so you
10 weren't just co-owner, you were partners.

11 MS. TRONG: No.

12 MEMBER ALBERTI: And you became
13 partners when?

14 MS. TRONG: I became after he had
15 it for about five years.

16 MEMBER ALBERTI: Okay. And so
17 then you were partner from when to when?

18 MS. TRONG: From 2000 and then to
19 and the end of 2002. I think right now it's
20 Lima Bar, that's the locate where it's at.

21 MEMBER ALBERTI: Okay.

22 MS. TRONG: It's right next to DC

1 Coast.

2 MEMBER ALBERTI: Okay. And now
3 you just recently had a license approved for
4 639 Florida Avenue, is that correct?

5 MS. TRONG: Yes sir.

6 MEMBER ALBERTI: And do we have a
7 trade name for that?

8 MS. TRONG: It's Ching, LLC.

9 MEMBER ALBERTI: Um-hum. Do you
10 have a name for the restaurant.

11 MS. TRONG: Oh, the name, we're
12 going to trade under, it's going to be called
13 ICHING.

14 MEMBER ALBERTI: Okay, thanks.

15 MS. TRONG: Yes, doing business as
16 IChing, sorry. It's a little confusing.

17 MEMBER ALBERTI: Okay.

18 MS. TRONG: But yes, it was a
19 vacant building for a long time and we took it
20 over and just renovated it, so.

21 MEMBER ALBERTI: Okay, and you
22 said something about opening in June?

1 MS. TRONG: Yes, June 26.

2 MEMBER ALBERTI: So you -- the
3 build out's complete. Is it furnished? I
4 mean where are you at with that?

5 MS. TRONG: We are drywall and
6 tile's coming soon. We're in the process. So
7 a week after we'll probably furniture and
8 stuff. And just getting there.

9 MEMBER ALBERTI: Okay, so --

10 MS. TRONG: But I have some
11 pictures of the renovations.

12 MEMBER ALBERTI: So when in June
13 are you --

14 MS. TRONG: I'm sorry?

15 MEMBER ALBERTI: When in June are
16 you potentially open?

17 MS. TRONG: June 26.

18 MEMBER ALBERTI: Okay, so the end
19 of June. So then you have -- how will the
20 transition work for you with the -- your
21 current business there at this place. When
22 would you -- when -- I'm trying to get a time

1 line so when would you consider -- when would
2 you start closing down the current business
3 and transition to the restaurant at -- in
4 Georgetown?

5 MS. TRONG: Well it's a lot of
6 planning. First I have to move upstairs. I
7 used to be upstairs for seven years and then
8 I moved downstairs. So I'm familiar with the
9 building itself.

10 So if this were to be approved, I
11 would say about six months we're moving
12 upstairs and getting all the rooms ready. And
13 then trying to get downstairs and getting an
14 architecture, those things take three or six
15 months.

16 MEMBER ALBERTI: Right, so you
17 would move the spa business upstairs?

18 MS. TRONG: Upstairs, yes. I used
19 to be upstairs.

20 MEMBER ALBERTI: Okay. So this
21 business would occupy the first floor?

22 MS. TRONG: Yes.

1 MEMBER ALBERTI: How large? How
2 many seats? Did I see 40 seats?

3 MS. TRONG: 40 seats, yes.

4 MEMBER ALBERTI: I see, did I --
5 or did I misread that?

6 MR. KLINE: 58 seats, total
7 occupancy of 99 is what's projected.

8 MEMBER ALBERTI: Okay, so I don't
9 know where I got the 40 from. I don't know
10 why.

11 MS. TRONG: It's about 1900 square
12 feet and it has a basement.

13 MEMBER ALBERTI: 1900 square feet
14 and what?

15 MS. TRONG: A basement.

16 MEMBER ALBERTI: and a basement,
17 okay.

18 MS. TRONG: I have a little minor
19 schematic drawing.

20 MEMBER ALBERTI: That's okay right
21 now, we'll look and see if somebody wants that
22 later. So just in general, I know you just

1 applied, but I mean you know, as a good
2 business person you don't enter this -- enter
3 into this with some sort of extent long --
4 short term/long term plan.

5 So when do you expect to start
6 this transition to moving things upstairs and
7 thinking about what you're going to do with
8 that space for the restaurant? I know you
9 have a business plan here, but that doesn't
10 always translate into actual physical
11 construction.

12 MS. TRONG: Well I'm hoping that
13 it will be a smooth process.

14 MEMBER ALBERTI: That's the hard
15 part.

16 MS. TRONG: Yes. I'm hoping that
17 it will be a smooth process. Because again,
18 it's DCRA you got to deal with the permits,
19 and then you've got to deal with the
20 architectural design and the historic, so it
21 could take a year, it could take two years.
22 It really -- I've got a --

1 MEMBER ALBERTI: But when would
2 you start that process?

3 MS. TRONG: In about six months if
4 my architect can get things ready. And then
5 the turn around maybe in two. One or two.

6 MEMBER ALBERTI: In this, okay --

7 MS. TRONG: I mean the building is
8 so old we have to do new waste line and
9 electrical and a lot of things, but it needs
10 upgrade.

11 MEMBER ALBERTI: Okay.

12 MR. KLINE: If I may, your current
13 renovation has taken about --

14 MS. TRONG: It's taken about a
15 year.

16 MR. KLINE: It's taken about a
17 year.

18 MEMBER ALBERTI: Yes, I know, I'm
19 aware of how long it takes. But I'm more
20 interested in the start date.

21 MS. TRONG: Oh the starting date,
22 yes.

1 MEMBER ALBERTI: Yes, so you know.
2 I mean I can judge from the size of the place
3 in your plans how long it might take for it to
4 come to fruition. Okay I have no further
5 questions right now.

6 CHAIRPERSON MILLER: I just want
7 to -- is your name Mr. Annand? What's your
8 name?

9 MS. TRONG: Mori.

10 MR. MORI: Munehizo Mori.

11 CHAIRPERSON MILLER: Mori.

12 MR. MORI: Yes.

13 CHAIRPERSON MILLER: All right.
14 So are you the chef on the Florida Avenue one?

15 MR. MORI: Yes.

16 CHAIRPERSON MILLER: Oh, okay, so
17 you're not necessarily going to be the chef
18 for this restaurant.

19 MR. MORI: Actually I will.

20 CHAIRPERSON MILLER: You will, the
21 plan is to move over when the new restaurant
22 opens?

1 MR. MORI: Yes, I will do two --
2 taking care of two restaurants.

3 MR. KLINE: The idea is that he
4 would be executive chef and then plan the menu
5 and that's generally the way these things
6 work. And then you bring in the line cooks
7 and the other people that actually execute the
8 menu that he designs and creates.

9 CHAIRPERSON MILLER: Okay. So did
10 you design the menu that's in this plan?

11 MR. MORI: Yes.

12 CHAIRPERSON MILLER: It looks
13 good, yes. Okay. Other questions? We may
14 have questions more after they explain the
15 business plan. Mr. Brooks?

16 MEMBER BROOKS: Yes, just one
17 quick question.

18 CHAIRPERSON MILLER: Okay.

19 MEMBER BROOKS: Ms. Trong you
20 indicated that you're opening a business at
21 639 Florida Avenue, NW?

22 MS. TRONG: Yes sir.

1 MEMBER BROOKS: Is that correct.

2 And who is the landlord for that property?

3 MS. TRONG: It's 637 and 639, LLC
4 is their enterprise, that's the name of the
5 landlord, the company.

6 MEMBER BROOKS: Okay, so you don't
7 have a name of a specific landlord.

8 MR. KLINE: Amir Yarushami is the
9 principal of the landlord.

10 MEMBER BROOKS: Of the landlord,
11 okay. Okay, thank you.

12 MEMBER ALBERTI: For 639?

13 MR. KLINE: Florida Avenue.

14 MEMBER ALBERTI: Okay. And who is
15 the landlord for Wisconsin Avenue?

16 MS. TRONG: It's the same.

17 MR. KLINE: The same.

18 MEMBER ALBERTI: The same person?
19 Okay, fair enough.

20 MR. KLINE: Mr. Yarushami sees a
21 successful business person and --

22 MEMBER ALBERTI: Well I was going

1 to sort of ask that in a moment. Told you.

2 So what's -- I mean so which --

3 MS. TRONG: You know what to say.

4 MEMBER ALBERTI: So which -- I
5 don't know how to ask this, so I'm just going
6 to ask straight up. So what's you sort of
7 relationship with Mr. Yarushami? I mean --

8 MS. TRONG: There's no
9 relationship.

10 MEMBER ALBERTI: It's not usual
11 that someone like rents properties from the
12 same person. You know people have a tough
13 time finding properties. And all of a sudden
14 you've found two properties with the same
15 person.

16 MS. TRONG: You know what, I'll
17 give you an honest answer. I used to be at a
18 different location. And it was a whole in the
19 rock, a hole in the wall. And it was in
20 Georgetown, 1300 block of Wisconsin.

21 And I was going through a divorce
22 with three kids, and I had a child that had

1 cystic fibrosis. So everyday I worked, I'd
2 take my kids, whatever. And he saw I guess,
3 he wanted to give me an opportunity, so.

4 MEMBER ALBERTI: So -- so what
5 business, you were running a business there?
6 What kind?

7 MS. TRONG: I was running a
8 business, yes. I was working home with a day
9 spa.

10 MEMBER ALBERTI: I mean how did he
11 discover you, was he the landlord there?

12 MS. TRONG: No he was just
13 managing the building at that time.

14 MEMBER ALBERTI: Okay.

15 MS. TRONG: He was just the
16 manager of the building. And he just saw me
17 and he said hey, I've got a building and you'd
18 be a great tenant.

19 MEMBER ALBERTI: And so he thought
20 you'd -- because of your skills you'd be a
21 great person to partner with obviously.

22 MS. TRONG: Not necessarily. He

1 knows I take care of the building. And you
2 know I'll be successful. And just in terms of
3 a great tenant. I pay my bills and got to do
4 what to get --

5 MEMBER ALBERTI: Certainly. Okay,
6 so other than being a landlord, does he have
7 any financial interest in the new businesses?

8 MS. TRONG: No, none.

9 MEMBER ALBERTI: Okay.

10 MS. TRONG: Not even 110 percent
11 of it.

12 MEMBER ALBERTI: Okay. I mean
13 yes, all right.

14 MS. TRONG: Yes.

15 MR. KLINE: If I may, I'm going to
16 respectfully disagree with the conclusion that
17 this is unusual. In my experience it's quite
18 usual. If a landlord has a positive
19 experience with a tenant, they're happy to
20 replicate them in another location. The
21 example that comes to mind right now is in the
22 Lansburgh Building Jaleo is there. And

1 they're happy to see Think Food open another
2 concept called Culcano that's opening in that
3 building.

4 And I've seen it also across the
5 street where Oyamel is. I mean it's pretty
6 common for landlords if they have someone
7 who's been a good tenant, they're happy to put
8 them in another building.

9 MEMBER ALBERTI: Okay. I'll take
10 that since you're an expert in that.

11 MS. TRONG: He's even better.

12 MEMBER ALBERTI: No, I know, I
13 know.

14 MR. KLINE: It's pretty typical I
15 think.

16 MEMBER ALBERTI: I'll stand
17 corrected, thank you.

18 CHAIRPERSON MILLER: Any other
19 questions?

20 MEMBER ALBERTI: No.

21 CHAIRPERSON MILLER: Okay, do you
22 want to tell us a little bit more about your

1 business plan? I mean we've looked at this,
2 it looks very impressive, but if you want to
3 just give an overview, that would be great.

4 MS. TRONG: Basically I mean I
5 love Georgetown. I've been there 22 years and
6 I would like to contribute more to the
7 community. I have established a great
8 friendship with the neighborhood there.

9 So I just want to explore my
10 entrepreneur and just give more and you know,
11 grow. And be successful. That's about it.
12 I mean I love to share it with the
13 neighborhood.

14 MR. KLINE: I'm going to add to
15 that. When as the Board knows, there was a
16 wave in the sort of a line up for these new
17 licenses. And Ms. Trong tells me that she
18 received word from many of her customers who
19 happened to see her on the TV piece that oh my
20 God, what are you doing, you're opening a
21 restaurant? This is terrific.

22 And these are people that live

1 within the Georgetown community. She's well
2 know there given her day spa that's there.
3 And many of them have reached out to her just
4 by seeing her on the little TV piece that ran
5 concerning the licenses that were available.

6 CHAIRPERSON MILLER: That's great.
7 Let me just ask you one more time. I don't
8 think you have a history of being successful
9 in businesses. Did you say whether you'd run
10 restaurants before, or these are your first?

11 MS. TRONG: No, I did run before.

12 CHAIRPERSON MILLER: You did? Oh,
13 that's right.

14 MS. TRONG: Yes.

15 CHAIRPERSON MILLER: On K Street.
16 Okay, okay. So you didn't just like out of
17 the blue decided to open two new restaurants
18 without restaurant experience. Okay.

19 MS. TRONG: You know what, I'll
20 tell you something. I was a commercial
21 fisherman at 13. So for me to jump into so
22 many, it -- I can do anything I feel like

1 running.

2 CHAIRPERSON MILLER: Okay. I just
3 want to ask you also, why two? You know as
4 opposed to like just one?

5 MS. TRONG: I want to share my
6 success. I have two kids, wonderful kids, and
7 they're 25 and 23. I got to show them the
8 business and the trade, and show them the
9 dream. You know my intentions are to family
10 own and the family business.

11 CHAIRPERSON MILLER: So they're
12 going to be in the business too?

13 MS. TRONG: They're going to be in
14 the business and then manage and then you know
15 --push them. Just kind of push them, so yes.

16 CHAIRPERSON MILLER: Okay. Other
17 questions? Yes, Mr. Rodriguez?

18 MEMBER RODRIGUEZ: Just a short
19 question on financing. So on your business
20 plan, your financing strategy, you're going to
21 put two restaurants together, right?

22 MS. TRONG: Yes sir.

1 MEMBER RODRIGUEZ: Two of them.

2 And is your financing company your partners?

3 MS. TRONG: No, I have no
4 partners.

5 MEMBER RODRIGUEZ: No partners?

6 MS. TRONG: This Ching is all me.
7 My blood and my sweat and everything. So this
8 next one is the same. I have no partners.

9 MEMBER RODRIGUEZ:
10 Congratulations.

11 MS. TRONG: Thank you.

12 CHAIRPERSON MILLER: Okay, so I
13 think you said that you thought that this
14 might take a year or two, and you weren't sure
15 how long basically, until you would be able to
16 actually open a restaurant there. Is that
17 what you said?

18 MS. TRONG: I would say yes. And
19 I'll give a year or two, depending on how the
20 architectural with the historic, and I mean I
21 -- it took me just nine months just to deal
22 with Florida Avenue.

1 CHAIRPERSON MILLER: Are you going
2 to be making changes that would require a
3 historic preservation review or anything like
4 that?

5 MS. TRONG: No, if anything it
6 will be just upgrades and just mechanical
7 stuff like electrical, plumbing, all those
8 things. The buildings are so old, it needs to
9 be structured and you know, new support.

10 CHAIRPERSON MILLER: And have you
11 started on this yet?

12 MS. TRONG: There in that
13 building, yes, I have start little by little,
14 and just with the salon I had my own
15 electrical meter. And I have one of my own,
16 and we started some plumbing and stuff, so
17 yes.

18 CHAIRPERSON MILLER: Okay. Other
19 questions?

20 MEMBER ALBERTI: What is your --
21 how large is the Florida Avenue space?

22 MS. TRONG: It's 3200 square feet.

1 We're saying two floors and a rooftop, so.
2 It's -- it seems big, but it's really narrow.
3 It's only 14 feet and a half wide, but it's 75
4 feet long. But then I've got all these egress
5 stairs in there for exit and entrance. And by
6 the time I'm done I'll -- I've got this much
7 space, so.

8 MEMBER ALBERTI: And your -- and
9 your rent there, what are you paying your rent
10 there a year?

11 MS. TRONG: My rent there? It's
12 \$5,000.00.

13 MEMBER ALBERTI: A month?

14 MS. TRONG: A month.

15 MEMBER ALBERTI: Okay.

16 MEMBER RODRIGUEZ: In Georgetown,
17 \$5,000. \$5,000.00?

18 MS. TRONG: Yes sir, \$5,000.00.

19 MEMBER ALBERTI: On Florida
20 Avenue?

21 MS. TRONG: On Florida.

22 MR. KLINE: On Florida Avenue

1 MEMBER RODRIGUEZ: Okay, now I --
2 not in Georgetown. Yes, okay.

3 MS. TRONG: Yes, and it's only
4 \$5,000.00 for until December, because the
5 landlord itself, he has to compensate me for
6 putting in the HVAC, the hood and some of the
7 things in mechanical. So that is everything.

8 MEMBER ALBERTI: But does it go up
9 after that?

10 MS. TRONG: I'm sorry?

11 MEMBER ALBERTI: Does it go up
12 after that?

13 MS. TRONG: It -- every year, yes.
14 After that it will be \$6,000.00. Originally
15 it's \$6,000.00.

16 MEMBER ALBERTI: For Florida
17 Avenue?

18 MS. TRONG: Yes.

19 MEMBER ALBERTI: Okay. Yes, I see
20 no escalation in your rent. I mean I -- do
21 you have a lease for the Wisconsin Avenue?
22 And how long is that lease?

1 MS. TRONG: That lease is -- I
2 can't remember this. I want to say seven with
3 a seven extension.

4 MEMBER ALBERTI: Okay.

5 MS. TRONG: And my rent started at
6 \$5,000.00.

7 MEMBER ALBERTI: Okay. You have a
8 projection of \$6,000.00 in your business plan,
9 but yes.

10 MS. TRONG: Yes. It's like three
11 percent every year.

12 MEMBER ALBERTI: Three percent
13 every year?

14 MS. TRONG: Um-hum.

15 MEMBER ALBERTI: Escalation in the
16 rent?

17 MS. TRONG: Escalation, yes.

18 MEMBER ALBERTI: Part of my asking
19 is you are entering into a big challenge with
20 two places all at once. And I'm trying to get
21 a sense of viability.

22 MEMBER RODRIGUEZ: On your revenue

1 forecast, it seems like it's going to hold
2 steady about \$125,000. Between \$125,000 and
3 \$145,000. Is that -- is that revenue forecast
4 for both restaurants, or?

5 MS. TRONG: No, sir, this is just
6 for So Me itself.

7 MEMBER RODRIGUEZ: What's that?

8 MS. TRONG: This is just for So
9 Me. This is just for Georgetown.

10 MR. KLINE: So me is the projected
11 trade name of the Georgetown location.

12 MEMBER RODRIGUEZ: Oh, okay. All
13 right.

14 MR. KLINE: So this business plan
15 relates to this proposed Georgetown location,
16 which is going to be call So Me.

17 MEMBER RODRIGUEZ: All right. So
18 I see a pretty steady revenue projection,
19 monthly revenue projection there. Is there --
20 is there a reason for that steady projection
21 you know?

22 MS. TRONG: Because where it's

1 located, you have so many opportunities
2 between there's hotels, there's the students,
3 there's the tourists, so you --

4 MEMBER RODRIGUEZ: I'm having a
5 hard time hearing you.

6 MS. TRONG: Oh, I was just saying
7 it's --

8 MEMBER RODRIGUEZ: You have nice
9 voice, it's not that, it's probably me.

10 MS. TRONG: Well being in
11 Georgetown, it's exposed to so many markets.
12 There are the colleges, and then there are the
13 residents. And then there is the tourist.
14 And then you have people that are coming in to
15 this, just nightlife. So it balances itself.

16 I think probably the slowest month
17 I would say Georgetown would be probably
18 February would be the slowest month. And I
19 think it's just weather related really. As
20 far as the other months, the 20 years that
21 I've been there, it's -- my business itself is
22 steady. For the last four years with the

1 economy, I've never had a decrease in income
2 or anything.

3 So there's a lot of potential
4 there so, I can see the projection in that.

5 MEMBER RODRIGUEZ: Okay. I don't
6 have any more questions.

7 CHAIRPERSON MILLER: Are you the
8 sole owner of the other restaurant as well?

9 MS. TRONG: Yes.

10 CHAIRPERSON MILLER: Okay.

11 MS. TRONG: Also the salon.

12 CHAIRPERSON MILLER: And also the
13 salon, okay. All right, any other questions?
14 Okay. Sounds good.

15 We have been asking people to
16 update us within six months as to what's
17 happening with the license. In your case it
18 may just be that you're moving along your one
19 to two year plan.

20 Are the Board members interested
21 in seeking the same information from this
22 applicant? Oh this is not a safekeeping. I'm

1 sorry, this is a new application. I'm sorry,
2 it's been a long day.

3 MR. KLINE: We've got to get black
4 hearted.

5 CHAIRPERSON MILLER: Never mind,
6 Never mind. It sounded so much like a
7 safekeeping cases, you know when are we going
8 to come out, what are we going to do with
9 them, and it's going to take a year.

10 Okay, all right, so scratch that.

11 MR. KLINE: and then so and
12 obviously just so let me step in because this
13 is what I do.

14 CHAIRPERSON MILLER: Okay.

15 MR. KLINE: As part of her
16 projections and time line, on the front end,
17 we've got to get through the license process.
18 Now given her concept, even though it's
19 Georgetown, I don't think we're going to have
20 any problem. But I mean there's still the
21 statutory marketing period, and I'm going to
22 have to deal with Mr. Starles and others over

1 there.

2 Leave it at that. So any time
3 line should be tempered with that expectation.
4 So you know, I know she's anxious to get
5 marketed and move forward.

6 CHAIRPERSON MILLER: Okay.

7 MEMBER RODRIGUEZ: So one more
8 question Madam Chairperson.

9 CHAIRPERSON MILLER: Okay.

10 MEMBER RODRIGUEZ: So on your
11 projected, the monthly financials, you're
12 pretty confident here. I'm impressed with
13 that. So is that a result of customers that
14 you've had in the past? That you know what
15 kind of marketing research did you do to
16 ascertain, or at least make those kinds of
17 very excellent projections? Those are very
18 excellent projections.

19 MS. TRONG: Well a key in service
20 is just quality and excellent service. And
21 those things you can't you know, it's just you
22 can't lose with that.

1 I mean my salon is the same
2 concept. Quality and the contact with people.
3 And the quantity. And just in general. You
4 know, I've been successful in many things, so.

5 MEMBER RODRIGUEZ: So your
6 marketing plan then, you have a marketing
7 plan. This is a business plan. But your
8 marketing plan then does it take into account
9 the you know, the flows, the customer flows,
10 and what are your stronger stuff? From your
11 research, when do you anticipate the largest,
12 the best customer flow into your business?

13 MS. TRONG: I assume immediately.

14 MEMBER RODRIGUEZ: Immediately?

15 MS. TRONG: Immediately. I have
16 my clients who have already parade, and I
17 showed them a menu to five very difficult
18 people in Georgetown. They already is like,
19 Cammy I would eat everything that's on this
20 list. I'm with you.

21 So that's enough confidence for me
22 to know that my client's fit the neighborhood.

1 So that's enough, just to go out there and ask
2 people on the one on one.

3 MEMBER RODRIGUEZ: Well that's a
4 very confident and you know, outlook, and
5 that's I wish you well on that.

6 MS. TRONG: Thank you.

7 CHAIRPERSON MILLER: I just want
8 to ask you, I think we're wrapping it up. How
9 many clients do you have, do you know?

10 MS. TRONG: In my salon?

11 CHAIRPERSON MILLER: Um-hum.

12 MS. TRONG: I have 6,000. I see
13 70 people a day.

14 CHAIRPERSON MILLER: Um-hum.

15 MS. TRONG: I'm a machine.

16 CHAIRPERSON MILLER: Yes, okay.

17 So that's a base to begin with.

18 MS. TRONG: Yes. And you can
19 google me. I'm all over. I guess
20 Georgetown's historic landmark now.

21 CHAIRPERSON MILLER: Okay, that
22 sounds great, all right. Anything else?

1 MEMBER ALBERTI: No, I would
2 suggest that she anticipate coming to see us
3 about six months after the license is approved
4 to see where you're going at that point.
5 Because it will be prudent and it will be
6 issued at some point in the future.

7 But I assume this you know, the
8 protest period if there is one. You know,
9 whatever. At the end of the placing period,
10 we'll be working with the license for approval
11 at that point. And but the license won't
12 issue immediately.

13 So I mean given that you've got to
14 do build out and you can't go to CFO until you
15 do that, so you'll be in 405 status. I think
16 that somewhere in the first six months of that
17 status we should sort of take a check and see
18 what you've done.

19 MR. KLINE: I'm here every
20 Wednesday, so.

21 MEMBER ALBERTI: Basically we're
22 doing everything for everyone else.

1 MR. KLINE: I'm not sure why it's
2 necessary, I'm here almost every Wednesday, so
3 it doesn't matter to me, but. I mean I just
4 question why it's necessary.

5 MEMBER ALBERTI: We've done that -
6 - we've done that with almost every license
7 we've had today, that we.

8 CHAIRPERSON MILLER: No, that's
9 what I'm saying, this isn't safekeeping
10 license. That's what we've been doing with
11 the safekeeping licensees.

12 MEMBER ALBERTI: We also did that
13 with a 405 licenses.

14 CHAIRPERSON MILLER: Okay. But
15 this is a new application.

16 MEMBER ALBERTI: And I'm saying
17 that once this goes into 405 state, it's into
18 that sort of place where the license is
19 approved, but it hasn't been issued. Six
20 months --

21 CHAIRPERSON MILLER: I see.

22 MEMBER ALBERTI: After being in

1 that state, we do a check.

2 CHAIRPERSON MILLER: Okay.

3 MR. KLINE: As I said, I'm here
4 every Wednesday, so.

5 MEMBER ALBERTI: I understand
6 that.

7 CHAIRPERSON MILLER: Okay.

8 MEMBER ALBERTI: But this is
9 really -- I mean the starting point of that
10 six months is different then our previous
11 cases. But it's no different once you get to
12 that starting point.

13 MR. KLINE: I guess my only
14 concern is I mean we get into the issue is
15 what's the standard? I mean we're sort of in
16 an area where we don't have any rules or
17 regulations. If she's applied for a license
18 and she's been issued, then I don't really
19 know what we're looking at. But I'll leave
20 that to you. I mean I'll defer your word.

21 MEMBER ALBERTI: Well you know Mr.
22 Kline what I'm looking at is if there's been

1 no progress, if the nail salon's still there,
2 and there's no progress to move the nail
3 salon, it means there's really no place to put
4 this license, I'm going to start to question
5 whether there's an intent to use the license.

6 And it's not any reflection on
7 this business owner here. It's just that we
8 have many owners in Georgetown who's licenses
9 are -- have never opened, and we have to look
10 at that. And this hopefully -- you know, I'm
11 hoping that this owner is not one of those.

12 But you know, as soon as that
13 license is ready to go, she's assured that she
14 can get a license, she'll start moving in the
15 direction of making this operable.

16 You can thank other people in the
17 industry for making me have -- making me want
18 to take such a close look. But there are
19 people who have never made any moves to make
20 their license operable.

21 MR. KLINE: I'll defer to the
22 Board. It's the Board's calendar.

1 CHAIRPERSON MILLER: Okay. Do we
2 need to decide that now?

3 MEMBER ALBERTI: Why not, we did
4 it with all the other cases.

5 CHAIRPERSON MILLER: Because they
6 were different.

7 MEMBER ALBERTI: I don't see --
8 it's a different, it --

9 CHAIRPERSON MILLER: This hasn't
10 languished at all. They don't even have a
11 license yet. It hasn't languished.

12 MEMBER ALBERTI: And that's what
13 I'm saying, it's going to be -- it's going to
14 become -- it's going to go into 405. We know
15 that. We know there's a point where, I mean
16 we know there's a point where the license will
17 be approved, and it won't be open. And it
18 won't have issued because they won't have
19 done, they won't have a CFO. We know that.

20 CHAIRPERSON MILLER: Okay.

21 MEMBER ALBERTI: Because the build
22 out has to happen. I mean it's not going to

1 happen overnight. And I'm saying, and I'm
2 willing to bet that's going to be longer than
3 six months. Because I don't think she can get
4 this build out and up and operable in six
5 months from the time that she finishes the
6 licensing process to get approved.

7 So I would say six months from
8 that point we come in for a check to see are
9 you making progress. That's all I'm saying.
10 It's no different then the other cases. So
11 the study of the treatment then, then we apply
12 it to the other licensees.

13 MR. KLINE: Mr. Alberti my only
14 concern is the Board has license applications
15 all over the city. And to create a special
16 rule for Georgetown that hasn't been vetted,
17 it's -- there's no notice to the public. Six
18 months, and I think you've pointed it out
19 yourself, in the scheme of developing a
20 restaurant, is nothing.

21 So I mean I would suggest that if
22 you want to do a check, that it be later than

1 that number one. And number two, the Board
2 can always bring us in. If the Board suspects
3 or believes that nothing's happening with
4 respect to this application, we're under the
5 jurisdiction of the Board.

6 The Board can command us as they
7 did a week ago from seven different cases.

8 MEMBER ALBERTI: Absolutely.

9 MR. KLINE: Asked us to come in.
10 So I don't want -- it seems to me six months
11 is too soon. And given everything that's been
12 discussed at this point, but I don't feel
13 strongly about it.

14 I mean I just don't see it's an
15 issue. I have a qualified operator. She's
16 bonafide, she intends to move forward. I'll
17 defer to the Board.

18 MEMBER ALBERTI: Why is six months
19 too soon Mr. Kline? What will we see in six
20 months?

21 MR. KLINE: You may see nothing in
22 six months because if there's any historic

1 review, that's going to have to be done. The
2 architect's going to have to draw up plans.

3 I mean all of these things take time. But --

4 MEMBER ALBERTI: So at the end of
5 six months, I could expect to see
6 architectural plans, I could see applications
7 to HBRB, I could see applications to DCRA, and
8 all of that would tell me that yes, I have an
9 owner who really is going forward.

10 But if at the end of six months I
11 see no applications in DCRA, and no evidence
12 that they've made plans to do that, then
13 that's something different. And that's the
14 distinction I'm looking for at the end of six
15 months Mr. Kline.

16 So just to put you -- and I want
17 everybody to understand, I want everyone to
18 know that the Board is expecting. And that's
19 why I'm saying it.

20 MR. KLINE: If you want everyone
21 to know what the Board is expecting,
22 promulgate a rule and everyone will know what

1 the Board is expecting. That's my objection
2 to this process.

3 MEMBER ALBERTI: All right.

4 MR. KLINE: I have no objection
5 with respect to this licensee on this issue.
6 My objection is that it's the end of a long
7 day of you and me. I've come here three times
8 today.

9 But my objection is we seem to not
10 have a set of rules. We're all called in for
11 these fact findings. We get summoned a week
12 ago to come in for a fact finding, we didn't
13 even know exactly what we're doing here. We
14 kind of have to guess.

15 And it would just be a lot more
16 transparent, and a lot fairer to licensees if
17 they knew what to expect. Which is why we
18 have when we bring it, a big thick book of
19 rules and a statute. Which is to say oh,
20 we're going to do it this way this time. And
21 this is what we're going to do.

22 I'm sorry the lawyer in my has to

1 regale against that and object and say give us
2 statuses. Promulgate a rule. Tell us what
3 you expect of us. In these cases I don't
4 know.

5 MEMBER ALBERTI: Ms. Miller. I've
6 made my comments, I'd like to hear from my
7 fellow Board members, get their sense, and I
8 will leave it up to the majority of the Board.

9 CHAIRPERSON MILLER: Okay. I
10 would like to recommend that we take this
11 under advisement. But go ahead Mr. Short.

12 MEMBER SHORT: Yes, I'd like to
13 take a look at those drawings if it's okay.

14 MS. TRONG: Sure. And I'll give
15 you pictures of what I'm renovating.

16 MEMBER SHORT: Is that the drawing
17 going to show you where the duct system. No,
18 I was asking the young lady. Are the drawings
19 also going to show you where the duct systems
20 and the --

21 MS. TRONG: No sir. This is just
22 like a -- what would they call it, a design.

1 MEMBER SHORT: A build out?

2 MR. KLINE: Preliminary layout.

3 These are photos of the existing runs on
4 Florida Avenue, you know in terms of the
5 proceeding.

6 MEMBER SHORT: 649 Florida?

7 MS. TRONG: 639.

8 MEMBER SHORT: 639 Florida, okay.

9 MEMBER ALBERTI: Do we want to go
10 in the back and talk about this?

11 CHAIRPERSON MILLER: I haven't
12 heard from anybody else, I just --

13 MEMBER SILVERSTEIN: Sure.

14 MEMBER ALBERTI: All right let's
15 do that. Let's do that, let's recess.

16 CHAIRPERSON MILLER: All right,
17 I'm going to recess. Okay, I hope not to
18 delay you much longer, but there's been a
19 request to confer briefly in closed session
20 and confer with our counsel.

21 Chairperson of the Alcoholic
22 Beverage Control Board for the District of

1 Columbia, in accordance with Section 405 of
2 the Open Meetings Amendment Act of 2010, I
3 move that the ABC Board hold a closed meeting
4 for the purpose of seeking legal advice around
5 counsel on Case Number -- Fact Finding Hearing
6 So Me, located at 1425 Wisconsin Avenue, NW.
7 Per Section 405 of the Open Meetings Amendment
8 Act of 2010, and possibly deliberating on that
9 one question for the reasons cited in Section
10 405b(14) of the Open Meetings Amendment Act of
11 2010.

12 Is there a second?

13 MEMBER SILVERSTEIN: Second.

14 CHAIRPERSON MILLER: Mr.

15 Silverstein seconded the Motion. I'll now
16 take a roll call vote. Mr. Brooks?

17 MEMBER BROOKS: I agree.

18 CHAIRPERSON MILLER: Mr. Alberti?

19 MEMBER ALBERTI: I agree.

20 CHAIRPERSON MILLER: Mr.

21 Rodriguez?

22 MEMBER RODRIGUEZ: I agree.

1 CHAIRPERSON MILLER: Ms. Miller
2 agrees. Mr. Silverstein?

3 MEMBER SILVERSTEIN: I agree

4 CHAIRPERSON MILLER: Okay, that's
5 five, zero, zero vote, so Motion passes. And
6 I give notice that the ABC Board will recess
7 briefly to hold a closed meeting in the ABC
8 Board conference room pursuant to the Open
9 Meetings Amendment Act of 2010 and we will
10 return shortly.

11 (Whereupon, the foregoing matter
12 went off the record at 5:39 p.m.
13 and went back on the record at
14 6:00 p.m.)

15 CHAIRPERSON MILLER: Okay, we're
16 back from our closed meeting. And we were
17 discussing there the topic of your reporting
18 back at a certain time as to the progress of
19 your efforts to open the restaurant, okay. So
20 and I think I'll just start and then if anyone
21 wants to correct me, please do.

22 Okay, so it's the consensus of the

1 Board that we are going to approve placarding,
2 and so that's going to go forward right away.
3 And the Board would like some indication of
4 progress and I'll let other speak to that
5 further if they want.

6 I believe it's six months after
7 the application is in 405 status. So it's not
8 six months from now. It's probably eight
9 months from now. And

10 MEMBER ALBERTI: I don't know how
11 long it is from now, but it's --

12 CHAIRPERSON MILLER: Okay, I'm
13 just giving them a general.

14 MEMBER ALBERTI: I think Mr. Kline
15 can maybe address that with his client. He
16 may have a different expectations.

17 MR. KLINE: Yes, I mean it's you
18 know, it's two to six months to making a full
19 --

20 CHAIRPERSON MILLER: Right, what
21 happens to it.

22 MEMBER ALBERTI: Just to clarify,

1 it's -- we'd like you to come in and speak to
2 us and show us some progress. You know, have
3 you even hired an architect yet to do the
4 drawings? I mean I'd like to know. I mean
5 hopefully you've gotten further than that in
6 six months.

7 And it's six months from the date
8 that the application is approve, all right.
9 Now in your case, given all of the information
10 you've tole me, there's going to be a period
11 of time between when the application is
12 approved and when it's issued.

13 The application will not be issued
14 until you have the certificate of occupancy.
15 That means that construction is done, and you
16 know, you're pretty close to opening at that
17 point. DCRA's done all it's inspections, the
18 build outs done.

19 I anticipate that's going to be
20 quite a long period of time in your case,
21 given all you've told me. So it's during that
22 period, we want to bring you in and see you

1 know, what progress you've made.

2 After six months if we see lots of
3 progress, I don't know, we probably won't call
4 you in again. After six months we don't see
5 much progress, well then the conversation will
6 be different.

7 But we want some assurance that
8 you are making a valid and bonafide effort to
9 put this place into operations. Now again,
10 this is no reflection on you, but we have had
11 other operators who have been in your position
12 and never really moved towards operation. And
13 so I have to now -- and because this isn't a
14 moratorium, I feel that at least I as a Board
15 member think that we need to take a look at
16 all of these cases.

17 CHAIRPERSON MILLER: I also
18 suggest that what we've done with the other
19 cases today is just that you submit, if you
20 want to submit something in writing ahead of
21 time, and then we can decide whether or not we
22 actually need to have a fact finding hearing

1 to have you here or not, you know you can do
2 that.

3 All right. Mr. Rodriguez?

4 MEMBER RODRIGUEZ: I was very
5 pleased with your business plan.

6 MS. TRONG: 12 hours. It took me
7 12 hours.

8 MEMBER RODRIGUEZ: It's very well
9 done. And I want to make sure that -- our
10 concern is that we want to make sure that your
11 business is up and running and that the
12 license is being used. Once that happens, the
13 base of this business plan, I expect to be
14 going to your restaurant and dining there and
15 enjoying it, because it looks like you have
16 some very good projections here.

17 I would of course like to see you
18 also appeal to the international marketing
19 side. I notice that you are marketing to the
20 Washington area, but your restaurant is
21 international, and a lot of the tour companies
22 and international visitors would probably want

1 to visit your restaurant.

2 MS. TRONG: Oh, we would love
3 that. We would like to incorporate into it.

4 MEMBER RODRIGUEZ: As a former
5 director of international businesses in the
6 city, I can assure you that that is a
7 recommendation that has a little bit of
8 experience.

9 CHAIRPERSON MILLER: We won't hold
10 it against you if you don't do it.

11 MEMBER SHORT: Madam Chair.

12 CHAIRPERSON MILLER: Yes, Mr.
13 Short.

14 MEMBER SHORT: And one last thing,
15 I hope you are very successful too. But I'd
16 just like to ask a question. I see you have
17 82 seats in the restaurant. 82 seats?

18 MS. TRONG: Yes sir. That was
19 just a rough drawing. I was playing with the
20 architect. And he -- I'd say somewhere around
21 the square footage of 1800, fitted in between
22 50 to 80.

1 MEMBER SHORT: Well I'll just say
2 this, if it's over 50 seats, I think the code
3 would require you to have a second exit.

4 MS. TRONG: Yes, I know that.

5 MEMBER SHORT: You can't exit
6 through the kitchen.

7 MS. TRONG: I learned a lot from
8 the change, trust me upstairs.

9 MEMBER SHORT: Do you want this
10 back?

11 MS. TRONG: Yes.

12 CHAIRPERSON MILLER: And the
13 business plans, right. I think I left them
14 back there. I think, Jonathan do you have one
15 or two?

16 MEMBER RODRIGUEZ: There's two,
17 there were two out here somewhere.

18 MEMBER ALBERTI: I would like to
19 thank you for coming prepared. It was
20 excellent information. We don't always get
21 that, so I thank you for coming prepared.

22 MR. KLINE: Thank you for coming

1 prepared.

2 MS. TRONG: Well it makes me feel
3 really good.

4 MEMBER SHORT: It appears you're
5 on the right track.

6 MS. TRONG: Thank you.

7 CHAIRPERSON MILLER: Okay. I
8 think that concludes this hearing. Okay,
9 thank you very much. The very best of luck.

10 MS. TRONG: Thank you, I just want
11 to say thank you.

12 [Whereupon, at 6:06 p.m., the fact
13 finding new license hearing was adjourned]

14

15

16

17

18

19

20

21

22

<p>A</p> <p>\$125,000 30:2,2 \$145,000 30:3 \$5,000 27:17 \$5,000.00 27:12,17 27:18 28:4 29:6 \$6,000.00 28:14,15 29:8 ABC 3:18 48:3 49:6,7 able 25:15 above-entitled 1:15 Absolutely 43:8 account 35:8 Act 48:2,8,10 49:9 actual 13:10 add 22:14 address 50:15 adjourned 56:13 Administration 1:3 1:16 advice 48:4 advisement 46:11 afternoon 2:11 ago 43:7 45:12 agree 48:17,19,22 49:3 agrees 49:2 ahead 46:11 52:20 Albert 7:18,19 Alberti 1:20 7:10 7:13,16 8:6,9,12 8:16,21 9:2,6,9,14 9:17,21 10:2,9,12 10:15,18 11:16,20 12:1,4,8,13,16,20 13:14 14:1,6,11 14:18 15:1 17:12 17:14,18,22 18:4 18:10 19:4,10,14 19:19 20:5,9,12 21:9,12,16,20 26:20 27:8,13,15 27:19 28:8,11,16 28:19 29:4,7,12 29:15,18 37:1,21</p>	<p>38:5,12,16,22 39:5,8,21 41:3,7 41:12,21 42:13 43:8,18 44:4 45:3 46:5 47:9,14 48:18,19 50:10,14 50:22 55:18 Alcoholic 1:3,16 47:21 Amendment 48:2,7 48:10 49:9 American 6:5 Amir 17:8 ANC 1:10 2:7 Andrew 2:12 Annand 15:7 answer 18:17 anticipate 35:11 37:2 51:19 anxious 34:4 anybody 47:12 appeal 53:18 appears 56:4 applicant 2:13 32:22 application 1:8 2:8 3:18 33:1 38:15 43:4 50:7 51:8,11 51:13 applications 42:14 44:6,7,11 applied 13:1 39:17 apply 42:11 approval 37:10 approve 50:1 51:8 approved 3:18 9:3 11:10 37:3 38:19 41:17 42:6 51:12 architect 14:4 51:3 54:20 architect's 44:2 architectural 13:20 25:20 44:6 architecture 11:14 area 39:16 53:20 ascertain 34:16</p>	<p>Asked 43:9 asking 29:18 32:15 46:18 assume 35:13 37:7 assurance 52:7 assure 54:6 assured 40:13 available 4:15 23:5 Avenue 1:8 2:6 3:19 9:4 15:14 16:21 17:13,15 25:22 26:21 27:20 27:22 28:17,21 47:4 48:6 aware 14:19</p>	<p>B</p> <p>back 5:7 47:10 49:13,16,18 55:10 55:14 background 5:22 balances 31:15 Bar 8:20 base 36:17 53:13 basement 12:12,15 12:16 basically 22:4 25:15 37:21 behalf 2:12 believe 50:6 believes 43:3 best 35:12 56:9 bet 42:2 better 21:11 Beverage 1:3,16 47:22 big 27:2 29:19 45:18 bills 20:3 bit 5:22 21:22 54:7 black 33:3 block 5:8,12 18:20 blood 25:7 blue 23:17 Board 1:3,17 4:7,7 7:7 22:15 32:20</p>	<p>40:22 42:14 43:1 43:2,5,6,17 44:18 44:21 45:1 46:7,8 47:22 48:3 49:6,8 50:1,3 52:14 Board's 40:22 bonafide 43:16 52:8 book 45:18 Breeze 5:7,12,14,15 7:14 briefly 47:19 49:7 bring 3:3 16:6 43:2 45:18 51:22 Brooks 1:19 16:15 16:16,19 17:1,6 17:10 48:16,17 build 10:3 37:14 41:21 42:4 47:1 51:18 building 3:10 9:19 11:9 14:7 19:13 19:16,17 20:1,22 21:3,8 26:13 buildings 26:8 business 3:21,22 4:3 6:7,18 7:8 9:15 10:21 11:2 11:17,21 13:2,9 16:15,20 17:21 19:5,5,8 22:1 24:8 24:10,12,14,19 29:8 30:14 31:21 35:7,12 40:7 53:5 53:11,13 55:13 businesses 6:19 7:1 7:4 20:7 23:9 54:5</p>	<p>C</p> <p>C 2:1 calendar 40:22 call 30:16 46:22 48:16 52:3 called 5:7,12 8:4 9:12 21:2 45:10</p>	<p>Cammy 2:14,19 35:19 Capitol 1:14 care 16:2 20:1 Carribean 8:5 case 2:4 32:17 48:5 51:9,20 cases 33:7 39:11 41:4 42:10 43:7 46:3 52:16,19 certain 49:18 Certainly 20:5 certificate 51:14 CFO 37:14 41:19 Chair 54:11 Chairperson 1:19 2:3,18 3:1,4,7,15 4:9,13,16,20 5:2 5:16,20 6:2 7:6,12 15:6,11,13,16,20 16:9,12,18 21:18 21:21 23:6,12,15 24:2,11,16 25:12 26:1,10,18 32:7 32:10,12 33:5,14 34:6,8,9 36:7,11 36:14,16,21 38:8 38:14,21 39:2,7 41:1,5,9,20 46:9 47:11,16,21 48:14 48:18,20 49:1,4 49:15 50:12,20 52:17 54:9,12 55:12 56:7 challenge 29:19 change 55:8 changes 26:2 check 37:17 39:1 42:8,22 chef 3:3,4 15:14,17 16:4 chief 2:22 child 18:22 Ching 1:7 2:4 3:10 9:8 25:6 Church 8:4</p>
--	--	--	---	--	--	--

cited 48:9 city 42:15 54:6 clarify 50:22 Class 1:9 client 50:15 client's 35:22 clients 35:16 36:9 close 40:18 51:16 closed 5:19 47:19 48:3 49:7,16 closing 11:2 co-owner 8:10 Coast 9:1 code 55:2 colleges 31:12 Columbia 1:1,16 48:1 come 15:4 33:8 42:8 43:9 45:7,12 51:1 comes 20:21 coming 4:17 10:6 31:14 37:2 55:19 55:21,22 command 43:6 comments 46:6 commercial 23:20 common 21:6 community 22:7 23:1 companies 53:21 company 2:21 17:5 25:2 compensate 28:5 complete 10:3 concept 4:11 21:2 33:18 35:2 concern 39:14 42:14 53:10 concerning 23:5 concludes 56:8 conclusion 20:16 confer 47:19,20 conference 49:8 confidence 35:21 confident 34:12	36:4 confusing 9:16 Congratulations 25:10 consensus 49:22 consider 11:1 construction 13:11 51:15 consummate 6:5 contact 35:2 contribute 22:6 Control 47:22 convened 1:15 conversation 52:5 cooks 16:6 copy 4:18 correct 3:5 9:4 17:1 49:21 corrected 21:17 counsel 47:20 48:5 course 53:17 CR 1:9 create 42:15 creates 16:8 Culcano 21:2 current 10:21 11:2 14:12 customer 35:9,12 customers 22:18 34:13 cystic 19:1	decide 41:2 52:21 decided 23:17 decrease 32:1 defer 39:20 40:21 43:17 delay 47:18 deliberating 48:8 depending 25:19 describe 7:2 design 13:20 16:10 46:22 designs 16:8 develop 6:13 developing 42:19 Diaz 7:19 different 6:11 18:18 39:10,11 41:6,8 42:10 43:7 44:13 50:16 52:6 difficult 35:17 dining 53:14 direction 40:15 director 54:5 disagree 20:16 discover 19:11 discussed 43:12 discussing 49:17 distinction 44:14 District 1:1,16 47:22 divorce 18:21 doing 6:15 9:15 22:20 37:22 38:10 45:13 DONALD 1:19 downstairs 11:8,13 draw 44:2 drawing 12:19 46:16 54:19 drawings 46:13,18 51:4 dream 24:9 drywall 10:5 duct 46:17,19 due 3:12	E E 2:1,1 eat 35:19 economy 32:1 effort 52:8 efforts 49:19 egress 27:4 eight 50:8 electrical 14:9 26:7 26:15 enjoying 53:15 enter 13:2,2 entering 29:19 enterprise 17:4 entrance 27:5 entrepreneur 6:6 7:3 22:10 escalation 28:20 29:15,17 established 22:7 evening 2:12 everybody 44:17 everyday 19:1 evidence 44:11 exactly 45:13 example 20:21 excellent 34:17,18 34:20 55:20 execute 16:7 executive 3:3 16:4 existing 47:3 exit 27:5 55:3,5 expect 13:5 44:5 45:17 46:3 53:13 expectation 34:3 expectations 50:16 expecting 44:18,21 45:1 experience 5:5 20:17,19 23:18 54:8 expert 21:10 explain 16:14 explore 22:9 exposed 31:11 extension 29:3	extent 13:3 F fact 1:7 2:4 45:11 45:12 48:5 52:22 56:12 fair 17:19 fairer 45:16 Falls 8:4 familiar 11:8 family 24:9,10 far 31:20 February 31:18 feel 23:22 43:12 52:14 56:2 feet 12:12,13 26:22 27:3,4 fellow 46:7 fibrosis 19:1 figure 3:2 financial 20:7 financials 34:11 financing 24:19,20 25:2 finding 1:7 2:4 18:13 45:12 48:5 52:22 56:13 findings 45:11 fine 4:19 finishes 42:5 first 5:4,6,6 7:9 11:6,21 23:10 37:16 fisherman 23:21 fit 35:22 fitted 54:21 five 8:15 35:17 49:5 floor 6:14,17 11:21 floors 27:1 Florida 3:11,19 9:4 15:14 16:21 17:13 25:22 26:21 27:19 27:21,22 28:16 47:4,6,8 flow 35:12 flows 35:9,9
--	---	---	--	---

Food 21:1 footage 54:21 forecast 30:1,3 foregoing 49:11 former 54:4 forward 34:5 43:16 44:9 50:2 found 18:14 four 31:22 friendship 22:8 front 33:16 fruition 15:4 full 50:18 furnished 10:3 furniture 10:7 further 15:4 50:5 51:5 future 37:6	God 22:20 goes 38:17 going 7:20 9:12,12 13:7 15:17 17:22 18:5,21 20:15 22:14 24:12,13,20 26:1 30:1,16 33:7 33:8,9,19,21 37:4 40:4 41:13,13,14 41:22 42:2 44:1,2 44:9 45:20,21 46:17,19 47:17 50:1,2 51:10,19 53:14 good 2:11 7:6 13:1 16:13 21:7 32:14 53:16 56:3 google 36:19 gotten 51:5 GOVERNMENT 1:1 great 6:3 19:18,21 20:3 22:3,7 23:6 36:22 Grill 8:5 grow 22:11 guess 7:10 19:2 36:19 39:13 45:14	hearing 1:7,13 2:4 31:5 48:5 52:22 56:8,13 hearted 33:4 HECTOR 1:20 hey 19:17 hired 51:3 historic 13:20 25:20 26:3 36:20 43:22 history 23:8 hold 30:1 48:3 49:7 54:9 hole 18:19 home 19:8 honest 18:17 hood 28:6 hope 47:17 54:15 hopefully 40:10 51:5 hoping 3:14 13:12 13:16 40:11 hotels 31:2 hours 53:6,7 HVAC 28:6	interested 14:20 32:20 international 53:18 53:21,22 54:5 introduce 2:10 4:5 invest 7:21 issue 37:12 39:14 43:15 45:5 issued 37:6 38:19 39:18 41:18 51:12 51:13	knew 45:17 know 3:13 5:3 12:9 12:9,22 13:1,8 14:18 15:1 18:3,5 18:12,16 20:2 21:12,13 22:10 23:2,19 24:3,9,14 26:9 30:21 33:7 34:4,4,14,21 35:4 35:9,22 36:4,9 37:7,8 39:19,21 40:10,12 41:14,15 41:16,19 44:18,21 44:22 45:13 46:4 47:4 50:10,18 51:2,4,16 52:1,3 53:1 55:4 knows 7:3 20:1 22:15
<hr/> G			<hr/> J	<hr/> L
G 2:1 general 12:22 35:3 50:13 generally 16:5 gentleman 7:18 8:7 Georgetown 11:4 18:20 22:5 23:1 27:16 28:2 30:9 30:11,15 31:11,17 33:19 35:18 40:8 42:16 Georgetown's 36:20 getting 3:20 10:8 11:12,13 give 5:21 18:17 19:3 22:3,10 25:19 46:1,14 49:6 given 23:2 33:18 37:13 43:11 51:9 51:21 giving 50:13 go 28:8,11 36:1 37:14 40:13 41:14 46:11 47:9 50:2	<hr/> H	<hr/> I	<hr/> K	<hr/> L
half 27:3 happen 41:22 42:1 happened 22:19 happening 32:17 43:3 happens 50:21 53:12 happy 4:6 20:19 21:1,7 hard 7:21 13:14 31:5 Havana 5:7,12,14 5:15 7:14 HBRB 44:7 hear 7:8 46:6 heard 47:12		idea 6:12 16:3 immediately 35:13 35:14,15 37:12 impressed 34:12 impressive 22:2 including 4:4 income 32:1 incorporate 54:3 indicated 16:20 indication 50:3 industry 40:17 information 4:3 32:21 51:9 55:20 inspections 51:17 intends 3:22 43:16 intent 40:5 intentions 24:9 interest 20:7	Jaleo 20:22 JAMES 1:21 Jonathan 55:14 judge 15:2 jump 23:21 jumping 3:17 June 3:12 9:22 10:1 10:12,15,17,19 jurisdiction 43:5	lady 46:18 landlord 17:2,5,7,9 17:10,15 19:11 20:6,18 28:5 landlords 21:6 landmark 36:20 languished 41:10 41:11 Lansburgh 20:22 large 12:1 26:21 largest 35:11 lawyer 45:22 layout 47:2 learned 55:7 lease 6:8 28:21,22 29:1 leave 4:5 34:2 39:19 46:8 left 55:13 legal 48:4 legitimate 4:11,11 let's 47:14,15,15 license 1:10 2:6 3:5 9:3 32:17 33:17 37:3,10,11 38:6

38:10,18 39:17 40:4,5,13,14,20 41:11,16 42:14 53:12 56:13 licensee 45:5 licensees 38:11 42:12 45:16 licenses 3:8 22:17 23:5 38:13 40:8 licensing 42:6 Lima 8:20 line 11:1 14:8 16:6 22:16 33:16 34:3 list 35:20 little 5:10,22 9:16 12:18 21:22 23:4 26:13,13 54:7 live 22:22 LLC 1:7 2:4 3:11 9:8 17:3 locate 8:20 located 2:5 3:11 5:8 5:11 31:1 48:6 location 3:14,19 4:1 6:8,9 18:18 20:20 30:11,15 long 9:19 13:3 14:19 15:3 25:15 27:4 28:22 33:2 45:6 50:11 51:20 longer 42:2 47:18 look 12:21 40:9,18 46:13 52:15 looked 22:1 looking 6:10 39:19 39:22 44:14 looks 16:12 22:2 53:15 lose 34:22 lot 11:5 14:9 32:3 45:15,16 53:21 55:7 lots 52:2 love 22:5,12 54:2 luck 56:9	<hr/> M <hr/> ma'am 5:6 machine 36:15 Madam 34:8 54:11 maintain 6:18 majority 46:8 making 26:2 40:15 40:17,17 42:9 50:18 52:8 manage 24:14 manager 19:16 managing 19:13 marketed 34:5 marketing 33:21 34:15 35:6,6,8 53:18,19 markets 31:11 matter 1:6,15 38:3 49:11 mean 7:3 10:4 13:1 14:7 15:2 18:2,7 19:10 20:12 21:5 22:1,4,12 25:20 28:20 33:20 35:1 37:13 38:3 39:9 39:14,15,20 41:15 41:22 42:21 43:14 44:3 50:17 51:4,4 means 40:3 51:15 mechanical 26:6 28:7 meeting 48:3 49:7 49:16 Meetings 48:2,7,10 49:9 member 1:19,20,20 1:21,21 5:9 7:10 7:13,16 8:6,9,12 8:16,21 9:2,6,9,14 9:17,21 10:2,9,12 10:15,18 11:16,20 12:1,4,8,13,16,20 13:14 14:1,6,11 14:18 15:1 16:16 16:19 17:1,6,10 17:12,14,18,22	18:4,10 19:4,10 19:14,19 20:5,9 20:12 21:9,12,16 21:20 24:18 25:1 25:5,9 26:20 27:8 27:13,15,16,19 28:1,8,11,16,19 29:4,7,12,15,18 29:22 30:7,12,17 31:4,8 32:5 34:7 34:10 35:5,14 36:3 37:1,21 38:5 38:12,16,22 39:5 39:8,21 41:3,7,12 41:21 43:8,18 44:4 45:3 46:5,12 46:16 47:1,6,8,9 47:13,14 48:13,17 48:19,22 49:3 50:10,14,22 52:15 53:4,8 54:4,11,14 55:1,5,9,16,18 56:4 members 7:7 32:20 46:7 menu 16:4,8,10 35:17 meter 26:15 Mi 1:7 MIKE 1:21 Miller 1:19 2:3,18 3:1,4,7,15 4:9,13 4:16,20 5:2,16,20 6:2 7:6,12 15:6,11 15:13,16,20 16:9 16:12,18 21:18,21 23:6,12,15 24:2 24:11,16 25:12 26:1,10,18 32:7 32:10,12 33:5,14 34:6,9 36:7,11,14 36:16,21 38:8,14 38:21 39:2,7 41:1 41:5,9,20 46:5,9 47:11,16 48:14,18 48:20 49:1,1,4,15	50:12,20 52:17 54:9,12 55:12 56:7 mind 20:21 33:5,6 minor 12:18 misread 12:5 modest 6:1 moment 18:1 money 8:2 month 27:13,14 31:16,18 monthly 30:19 34:11 months 11:11,15 14:3 25:21 31:20 32:16 37:3,16 38:20 39:10 42:3 42:5,7,18 43:10 43:18,20,22 44:5 44:10,15 50:6,8,9 50:18 51:6,7 52:2 52:4 moratorium 52:14 Mori 2:16,17,21 15:9,10,10,11,12 15:15,19 16:1,11 Motion 48:15 49:5 move 6:14 11:6,17 15:21 34:5 40:2 43:16 48:3 moved 11:8 52:12 moves 40:19 moving 11:11 13:6 32:18 40:14 Munehizo 2:16 15:10	named 3:10 narrow 27:2 necessarily 15:17 19:22 necessary 7:5 38:2 38:4 need 4:19 41:2 52:15,22 needs 14:9 26:8 neighborhood 22:8 22:13 35:22 never 32:1 33:5,6 40:9,19 52:12 new 1:8 2:7 14:8 15:21 20:7 22:16 23:17 26:9 33:1 38:15 56:13 nice 31:8 NICK 1:20 nightlife 31:15 nine 25:21 North 1:14 note 4:2 nothing's 43:3 notice 42:17 49:6 53:19 number 2:6 6:7 43:1,1 48:5 NW 1:8 2:6 16:21 48:6
	<hr/> O <hr/> O 2:1 object 46:1 objection 45:1,4,6 45:9 obviously 19:21 33:12 occupancy 12:7 51:14 occupy 11:21 oh 3:1,9 4:20 9:11 14:21 15:16 22:19 23:12 30:12 31:6 32:22 45:19 54:2 okay 2:7 3:1,7,15			

4:9,13 5:20 6:3 7:6 8:9,16,21 9:2 9:14,17,21 10:9 10:18 11:20 12:8 12:17,20 14:6,11 15:4,16 16:9,13 16:18 17:6,11,11 17:14,19 19:14 20:5,9,12 21:9,21 23:16,16,18 24:2 24:16 25:12 26:18 27:15 28:1,2,19 29:4,7 30:12 32:5 32:10,13,14 33:10 33:14 34:6,9 36:16,21 38:14 39:2,7 41:1,20 46:9,13 47:8,17 49:4,15,19,22 50:12 56:7,8 old 14:8 26:8 once 3:5 29:20 38:17 39:11 53:12 open 3:12 4:12 10:16 21:1 23:17 25:16 41:17 48:2 48:7,10 49:8,19 opened 40:9 opening 9:22 16:20 21:2 22:20 51:16 opens 15:22 operable 40:15,20 42:4 operating 5:17 operation 52:12 operations 52:9 operator 43:15 operators 52:11 opportunities 31:1 opportunity 19:3 opposed 24:4 Originally 28:14 out's 10:3 outlook 36:4 outs 51:18 overnight 42:1	overview 22:3 owned 7:14,20 owner 2:21 32:8 40:7,11 44:9 owners 40:8 owns 8:3 Oyamel 21:5 <hr/> P P 2:1 p.m 1:16 2:2 49:12 49:14 56:12 parade 35:16 part 4:6 13:15 29:18 33:15 partner 8:17 19:21 partners 8:7,10,13 25:2,4,5,8 passes 49:5 pay 20:3 paying 27:9 people 16:7 18:12 22:22 31:14 32:15 35:2,18 36:2,13 40:16,19 percent 20:10 29:11,12 period 33:21 37:8,9 51:10,20,22 permits 13:18 person 13:2 17:18 17:21 18:12,15 19:21 peruse 4:7 photos 47:3 physical 13:10 pictures 10:11 46:15 piece 22:19 23:4 placarding 50:1 place 8:3,4 10:21 15:2 38:18 40:3 52:9 places 29:20 placing 37:9 plan 3:22 4:3 7:9	13:4,9 15:21 16:4 16:10,15 22:1 24:20 29:8 30:14 32:19 35:6,7,7,8 53:5,13 planning 11:6 plans 4:12 15:3 44:2,6,12 55:13 playing 54:19 please 5:10 49:21 pleased 53:5 plumbing 26:7,16 point 37:4,6,11 39:9,12 41:15,16 42:8 43:12 51:17 pointed 42:18 position 52:11 positive 20:18 possibly 48:8 potential 32:3 potentially 10:16 Preliminary 47:2 prepared 55:19,21 56:1 preservation 26:3 pretty 21:5,14 30:18 34:12 51:16 previous 39:10 previously 7:13 principal 17:9 probably 6:1 7:4 10:7 31:9,16,17 50:8 52:3 53:22 problem 33:20 proceeding 47:5 process 3:13 10:6 13:13,17 14:2 33:17 42:6 45:2 progress 40:1,2 42:9 49:18 50:4 51:2 52:1,3,5 projected 12:7 30:10 34:11 projection 4:4 29:8 30:18,19,20 32:4 projections 33:16	34:17,18 53:16 promulgate 44:22 46:2 properties 18:11,13 18:14 property 17:2 proposed 30:15 proprietary 4:3 protest 37:8 prudent 37:5 public 4:6 42:17 purpose 48:4 pursuant 49:8 push 24:15,15 put 21:7 24:21 40:3 44:16 52:9 putting 28:6 <hr/> Q qualified 43:15 quality 34:20 35:2 quantity 35:3 question 16:17 24:19 34:8 38:4 40:4 48:9 54:16 questions 7:7,11 15:5 16:13,14 21:19 24:17 26:19 32:6,13 quick 16:17 quite 20:17 51:20 <hr/> R R 2:1 ran 23:4 reached 23:3 ready 2:9 11:12 14:4 40:13 really 13:22 27:2 31:19 39:9,18 40:3 44:9 52:12 56:3 reason 30:20 reasons 48:9 received 22:18 recess 47:15,17 49:6	recommend 46:10 recommendation 54:7 record 2:10 3:16 4:6 49:12,13 reflecting 3:22 reflection 40:6 52:10 regale 46:1 Regulation 1:3,16 regulations 39:17 related 31:19 relates 30:15 relationship 18:7,9 remember 7:19 29:2 renovated 9:20 renovating 46:15 renovation 14:13 renovations 10:11 rent 27:9,9,11 28:20 29:5,16 rents 6:9 18:11 replicate 20:20 reporting 49:17 request 47:19 require 26:2 55:3 research 34:15 35:11 residents 31:13 respect 3:19 43:4 45:5 respectfully 20:16 restaurant 3:10 4:12 6:13 7:20 9:10 11:3 13:8 15:18,21 22:21 23:18 25:16 32:8 42:20 49:19 53:14 53:20 54:1,17 restaurants 5:4 16:2 23:10,17 24:21 30:4 result 34:13 Ret 1:9 return 49:10
--	---	---	---	--

revenue 29:22 30:3 30:18,19 review 26:3 44:1 right 2:19 3:8,17 4:17 8:19,22 11:16 12:20 15:5 15:13 20:13,21 23:13 24:21 30:13 30:17 32:13 33:10 36:22 45:3 47:14 47:16 50:2,20 51:8 53:3 55:13 56:5 rising 6:9 rock 18:19 Rodriguez 1:20 24:17,18 25:1,5,9 27:16 28:1 29:22 30:7,12,17 31:4,8 32:5 34:7,10 35:5 35:14 36:3 48:21 48:22 53:3,4,8 54:4 55:16 roll 48:16 rooftop 27:1 room 1:13 49:8 rooms 11:12 Rosale 4:17 rough 54:19 rule 42:16 44:22 46:2 rules 39:16 45:10 45:19 run 7:3 23:9,11 running 6:19 7:1 19:5,7 24:1 53:11 runs 47:3 RUTHANNE 1:19	salon's 40:1 satisfy 4:8 saw 19:2,16 saying 27:1 31:6 38:9,16 41:13 42:1,9 44:19 schematic 12:19 scheme 42:19 scratch 33:10 seats 12:2,2,3,6 54:17,17 55:2 second 3:13 6:14 6:17 48:12,13 55:3 seconded 48:15 Section 48:1,7,9 see 5:1 12:2,4,21 21:1 22:19 28:19 30:18 32:4 36:12 37:2,4,17 38:21 41:7 42:8 43:14 43:19,21 44:5,6,7 44:11 51:22 52:2 52:4 53:17 54:16 seeing 23:4 seeking 32:21 48:4 seen 5:1 21:4 sees 17:20 sell 7:4 sense 29:21 46:7 service 34:19,20 session 47:19 set 45:10 seven 11:7 29:2,3 43:7 share 22:12 24:5 she'll 40:14 short 1:21 13:4 24:18 46:11,12,16 47:1,6,8 54:11,13 54:14 55:1,5,9 56:4 shortly 49:10 show 24:7,8 46:17 46:19 51:2 showed 35:17	side 53:19 Silverstein 1:21 5:9 47:13 48:13,15 49:2,3 sir 9:5 16:22 24:22 27:18 30:5 46:21 54:18 six 11:11,14 14:3 32:16 37:3,16 38:19 39:10 42:3 42:4,7,17 43:10 43:18,19,22 44:5 44:10,14 50:6,8 50:18 51:6,7 52:2 52:4 size 15:2 skills 19:20 slowest 31:16,18 smooth 13:13,17 sold 5:18 8:3 sole 2:20 32:8 somebody 12:21 soon 10:6 40:12 43:11,19 sorry 3:9 9:16 10:14 28:10 33:1 33:1 45:22 sort 13:3 18:1,6 22:16 37:17 38:18 39:15 sorts 4:4 sounded 33:6 sounds 32:14 36:22 spa 6:6,9,14 11:17 19:9 23:2 space 6:13 13:8 26:21 27:7 speak 5:10 50:4 51:1 special 42:15 specific 7:7 17:7 square 12:11,13 26:22 54:21 stairs 27:5 stand 21:16 standard 39:15	Starles 33:22 start 11:2 13:5 14:2 14:20 26:13 40:4 40:14 49:20 started 26:11,16 29:5 starting 14:21 39:9 39:12 state 38:17 39:1 status 37:15,17 50:7 statuses 46:2 statute 45:19 statutory 33:21 steady 30:2,18,20 31:22 step 33:12 story 6:5 straight 18:6 strategy 24:20 street 1:14 5:8 7:16 21:5 23:15 stronger 35:10 strongly 43:13 structured 26:9 students 31:2 study 42:11 stuff 10:8 26:7,16 35:10 submit 52:19,20 success 6:5 24:6 successful 17:21 20:2 22:11 23:8 35:4 54:15 sudden 18:13 suggest 37:2 42:21 52:18 summoned 45:11 support 26:9 sure 4:16 7:12 25:14 38:1 46:14 47:13 53:9,10 suspects 43:2 sweat 25:7 system 46:17 systems 46:19	<hr/> T <hr/> t/a 1:7 take 4:18 7:22 11:14 13:21,21 15:3 19:2 20:1 21:9 25:14 33:9 35:8 37:17 40:18 44:3 46:10,13 48:16 52:15 taken 14:13,14,16 takes 14:19 talk 47:10 tell 21:22 23:20 44:8 46:2 tells 22:17 tempered 34:3 tenant 19:18 20:3 20:19 21:7 term 13:4 term/long 13:4 terms 20:2 47:4 terrific 22:21 thank 17:11 21:17 25:11 36:6 40:16 55:19,21,22 56:6 56:9,10,11 thanks 9:14 thick 45:18 thing 54:14 things 4:4 11:14 13:6 14:4,9 16:5 26:8 28:7 34:21 35:4 44:3 think 8:19 21:1,15 23:8 25:13 31:16 31:19 33:19 36:8 37:15 42:3,18 49:20 50:14 52:15 55:2,13,14 56:8 thinking 13:7 thought 19:19 25:13 three 11:14 18:22 29:10,12 45:7 Thursday 1:12 tile's 10:6
---	---	---	---	--

time 7:21 9:19 10:22 18:13 19:13 23:7 27:6 31:5 33:16 34:2 42:5 44:3 45:20 49:18 51:11,20 52:21	28:18 29:1,5,10 29:14,17 30:5,8 30:22 31:6,10 32:9,11 34:19 35:13,15 36:6,10 36:12,15,18 46:14 46:21 47:7 53:6 54:2,18 55:4,7,11 56:2,6,10	W wall 18:19 want 4:5 5:3 7:8 15:6 21:22 22:2,9 24:3,5 29:2 36:7 40:17 42:22 43:10 44:16,17,20 47:9 50:5 51:22 52:7 52:20 53:9,10,22 55:9 56:10 wanted 19:3 wants 12:21 49:21 Washington 1:14 53:20 waste 14:8 wave 22:16 way 7:2 16:5 45:20 we'll 10:7 12:21 37:10 we're 3:12,14,17 4:6 9:11 10:6 11:11 27:1 33:19 36:8 37:21 39:15 39:19 43:4 45:10 45:13,20,21 49:15 we've 22:1 33:3,17 38:5,6,7,10 52:18 weather 31:19 Wednesday 37:20 38:2 39:4 week 10:7 43:7 45:11 went 49:12,13 weren't 8:10 25:14 wide 27:3 widgets 7:4 willing 42:2 Wisconsin 1:8 2:5 17:15 18:20 28:21 48:6 wish 36:5 wonderful 24:6 word 22:18 39:20 work 10:20 16:6 worked 19:1 working 19:8 37:10	wrapping 36:8 writing 52:20 X Y Yarushami 17:8,20 18:7 year 13:21 14:15 14:17 25:14,19 27:10 28:13 29:11 29:13 32:19 33:9 years 6:7,20,22 8:15 11:7 13:21 22:5 31:20,22 young 46:18 Z zero 49:5,5 0 1 110 20:10 12 53:6,7 13 23:21 1300 18:20 14 27:3 1400 5:8,12 1425 1:8 2:5 48:6 15 1:12 1800 54:21 1900 12:11,13 2 20 6:19,22 31:20 2000 8:18 20002 1:14 2001 5:7,13 2002 5:19 8:19 2003 5:19 2010 48:2,8,11 49:9 2014 1:12 22 22:5 23 24:7 25 24:7 26 3:12 10:1,17	2B 2:7 2E 1:10 3 3200 26:22 4 4:59 2:2 40 12:2,3,9 405 37:15 38:13,17 41:14 48:1,7 50:7 405b(14) 48:10 5 5:00 1:16 5:39 49:12 50 54:22 55:2 58 12:6 6 6,000 36:12 6:00 49:14 6:06 56:12 637 17:3 639 3:11 9:4 16:21 17:3,12 47:7,8 649 47:6 7 70 36:13 7100 1:13 75 27:3 8 80 54:22 82 54:17,17 9 941 1:14 99 12:7
times 45:7 today 3:21 38:7 45:8 52:19 told 18:1 51:21 tole 51:10 topic 49:17 total 12:6 tough 18:12 tour 53:21 tourist 31:13 tourists 31:3 track 56:5 trade 9:7,12 24:8 30:11 trading 2:5 transition 10:20 11:3 13:6 translate 13:10 transparent 45:16 treatment 42:11 Trong 2:14,15,19 2:20 3:2,6,9,20 5:5,9,11,15,18,22 6:16,21 7:15,17 8:8,11,14,18,22 9:5,8,11,15,18 10:1,5,10,14,17 11:5,18,22 12:3 12:11,15,18 13:12 13:16 14:3,7,14 14:21 15:9 16:19 16:22 17:3,16 18:3,8,16 19:7,12 19:15,22 20:8,10 20:14 21:11 22:4 22:17 23:11,14,19 24:5,13,22 25:3,6 25:11,18 26:5,12 26:22 27:11,14,18 27:21 28:3,10,13	trust 55:8 try 7:22 trying 10:22 11:13 29:20 turn 14:5 TV 22:19 23:4 two 13:21 14:5,5 16:1,2 18:14 23:17 24:3,6,21 25:1,14,19 27:1 29:20 32:19 43:1 50:18 55:15,16,17 typical 21:14 U Um-hum 3:6 9:9 29:14 36:11,14 understand 39:5 44:17 unusual 20:17 update 32:16 upgrade 14:10 upgrades 26:6 upstairs 11:6,7,12 11:17,18,19 13:6 55:8 use 40:5 usual 18:10 20:18 V vacant 9:19 valid 52:8 vetted 42:16 viability 29:21 visit 54:1 visitors 53:22 voice 31:9 vote 48:16 49:5			